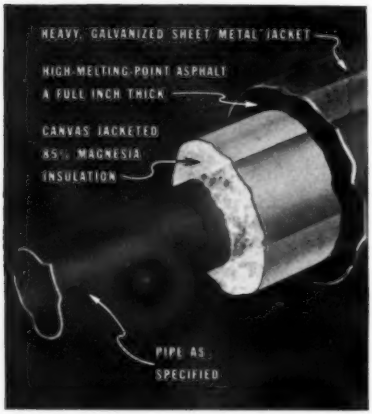
ASBESTOS

AUGUST - - - - - 1941

Sectional view of Durant Insulated Pipe, showing construction features. Pipe, insulation and protection are factory-fabricated into units.



EHRET'S D.I.P.

. . . SETS STANDARDS FOR UNDERGROUND INSULATED PIPING

Ehret's Durant Insulated Pipe combines the high insulating efficiency of 85% Magnesia and the time-defying characteristics of imperishable asphalt. Added to this advantage is factory-fabricated construction which makes field installation both rapid and economical.

Send for the special Ehret booklet on D. I. P. It contains full details on this modern system for underground insulated piping.

EHRET MAGNESIA MANUFACTURING COMPANY

VALLEY FORGE • PENNSYLVANIA

"ASBESTOS"

FOUNDED IN JULY 1919 AND PUBLISHED
CONTINUOUSLY SINCE THAT DATE

A. S. ROSSITER, *EDITOR*

PUBLISHED MONTHLY BY SECRETARIAL SERVICE
16th FLOOR INQUIRER BUILDING
PHILADELPHIA, PENNSYLVANIA

C. J. STOVER, *Proprietor*

Entered As Second Class Matter November 23, 1923, at the Post Office at Philadelphia, Pennsylvania, Under Act of March 3, 1879

Volume 23 AUGUST 1941 Number 2

CONTENTS

	Page
Selling Substitution—Editorial by W. L. Steffens	2
South Africa—Amosite and Other Varieties	4
Brazilian Asbestos Deposits	10
Priorities—Commodity Branches	12
"Benching" at Gath's Mine	13
New Development in Pipe	16
A New Refractory Cement	16
"Defendex"	16
Market Conditions	18
Cures for "Buck Fever"—A Lesson in Selling	24
Contractors and Distributors Page Building	25
Wage Rates for Asbestos Workers	26
Defense Areas	27
News of the Industry	28
R. B. Crabbs Passes Away	30
Carey Purchases Perth Amboy Plant	31
Canadian Producers Face Higher Costs	31
Death of Joseph D'Louhy	32
Patents	34
Trade Marks	36
Automobile Production	36
Imports and Exports	37
Production Statistics	38
Current Range of Price	39
Asbestos Stock Quotations	39
This and That	40

SUBSCRIPTION PRICE

U. S. AND MEXICO	$2.00	PER YEAR
CANADA	3.00	" "
FOREIGN COUNTRIES	3.00	" "
SINGLE COPIES	.25	EACH

(Payable in U. S. Funds)

Copyright 1941, C. J. Stover

SELLING SUBSTITUTION-

Editorial by W. L. Steffens

W. L. Steffens

Walter L. Steffens, a native of Kansas, was educated in St. Louis, Mo., and received a degree in Mechanical Engineering at Purdue University.

The first two years of his career were spent in the Engineering Department of the Gary Works of the U. S. Steel Corporation.

In 1911 Mr. Steffens became associated with The Philip Carey Company in an engineering sales capacity, acted as sales manager for several different departments involving asbestos and insulation products, and was elected Vice President and made a Member of the Board of Directors of The Philip Carey Company in February, 1931.

On May 28, 1940, he was made Vice President of The Philip Carey Mfg. Company, having been elected to the Board of that Company on March 28, 1938. At present Mr. Steffens is in charge of sales of the Insulation and Asbestos products groups of The Philip Carey Mfg. Company.

Many people still do not realize that this war means "business as usual" is out; that both industry and individuals will have to learn to do with less—to do without —or to do with substitutes. Enamelware must replace aluminum utensils; lacquered finishes must replace chrome. In our own industry something must take the place of cork for insulation; something must take the place of galvanized sheets for air conditioning ducts; something must take the place of 85% Magnesia in peace time plants.

In general these substitutes will probably not be as good as the material for which they are substituted but if this war is to be won, then war requirements must come first and industry and consulting specialists should be willing to cooperate in not making demands for materials which are so urgently needed in war preparations

but should be receptive to the temporary use of reasonably good substitutes.

In our industry, where cork is not available, well constructed "wool felt" types of pipe insulation with good moisture vapor barriers, either incorporated in the covering or applied as a separate operation on the job, will give excellent results on ice water, chilled water or even on low temperature refrigeration lines.

Asbestos paper structures properly installed will give eminently satisfactory results on summer air conditioning ducts; laminated asbestos coverings properly designed for high temperatures will substitute for 85% Magnesia.

Many of us in the Asbestos-Magnesia Industry do not like the idea of substitution but I am under the impression that unless our own Industry provides the substitutes, someone not in our Industry will do it, and insist that the substitutes are actually better than the original material called for. In other words, it seems to me that we are much better off if our own Industry makes the substitutions, frankly admitting that they are not as good as the original.

The eternal cussedness of human nature is such that almost everyone resents giving up what he wants or thinks he needs, so the principal job of many a salesman today is to become an ambassador of goodwill in selling to his customers and prospective customers the proposition that each and every one of us has to bear some part of this burden. Companies who cannot accept new business or who cannot make prompt deliveries should not be criticized because they are doing their part.

Substitutes may not be as acceptable as hitherto standard materials but at least they will do a reasonably good job and the user should feel some satisfaction in the knowledge that his use of a substitute has permitted the use of the *best* material in equipment so vital that *only the best is good enough*.

SOUTH AFRICA--

Amosite and other Varieties

(Reprinted from "The Mineral Resources of the Union of South Africa)

Amosite asbestos is composed essentially of ferrous silicate with small quantities of magnesia, alumina, ferric iron and water present and it is regarded as being an orthorhombic hornblende. The colour is yellowish-gray to white. Amosite fiberises readily and is harsher than chrysotile. In spinnability and tensile strength it is similar to crocidolite, but it possesses a great advantage over other types of asbestos in that it is unsurpassed in regard to length of fibre. Lengths of three to six inches are common with the range varying from a mere film to about 11 inches. Its resistance to acids and sea-water is much greater than those of chrysotile and it fuses at a higher temperature than crocidolite. It resembles crocidolite in many of its properties and consequently it can be used for similar purposes in industry. It can also be partly used as a substitute for chrysotile, or blended with the latter for many purposes. It is mainly used in the manufacture of insulation products in the shape of spun materials or fillers.

Amosite is not graded according to length as is usual for all other varieties of asbestos, as nearly all the amosite sold is over half an inch in length. It is graded on colour, the white being the higher priced, and on quality of fibre. The best grades are from 1½ inches upwards and of white to ash-gray colour and good tensile strength. The lower grades are progressively more yellowish in colour and of lower tensile strength.

Amosite occurs at intervals along the Olifants river between Chuniespoort, south of Pietersburg, to the Steelpoort river, north of Lydenburg, over a distance of about 60 miles, the deposits lying in the districts of Pietersburg, Letaba, and Lydenburg. The amosite cross-fibre veins lie in the banded ironstones at the base of the Pretoria series,

Carey PRODUCTS

ASPHALT
ASBESTOS

FOR INDUSTRY

- ASBESTOS PAPERS & MILLBOARDS
- ASBESTOS INSULATIONS
- ASBESTOS-CEMENT WALLBOARDS
- ASBESTOS-CEMENT ROOFINGS &
- FLAT & CORRUGATED SHEATHINGS
- ASBESTOS TANK JACKETS
- ASBESTOS PACKINGS, ETC.
- ASBESTOS CEMENTS, ETC.
- ASPHALT (ELASTITE) EXPANSION JOINT
- ASPHALT (ELASTITE) PLANKING
- DIATOMITE POWDERS

"Write or Wire us for full information
and
Let us help you with your Plant Problems."

THE PHILIP CAREY COMPANY, LTD.
LENNOXVILLE, P. Q. CANADA

Distributors

ROBERT T. PURVIS, LTD.
96-98 Vine Street Toronto, Ontario
CANADIAN ASBESTOS, LTD.
14 Front Street E. Toronto, Ontario
CANADIAN ASBESTOS CO.
316-322 Youville Square, Montreal, Quebec

or in such rocks intercalated in the upper part of the underlying Dolomite series. Stratigraphically and geographically the amosite occurrences coincide with the crocidolite of the lower or lowest horizon so that both varieties sometimes occur in the same mine or even in the same seam but it is usual that only one variety is present in economic quantities. The largest producer of amosite is the Penge mine where the main fibre zone worked lies about 200 feet above the top dolomite but below Bevets conglomerate. Three groups of seams make up the zone of amosite at this mine with the middle one as the chief source of asbestos. The seams of amosite show a similar distribution to the crocidolite seams, and lie parallel to the bedding planes of the sediments. Ankerite-bearing shales are associated with the banded ironstones.

"In the bottom levels of the Egnep mine, where the country rock is not affected by surface waters, the fibre is ash-grey, flexible, and can easily be resolved into its constituent fibres. When bent and afterwards released, it tends to spring back to its original form. This type is called 'springy' fibre at the mine. In the same fibre belt,

ASBESTOS

In a Multitude of Forms . . .

For more than three-quarters of a century, Johns-Manville has been manufacturing a large variety of asbestos products, contributing to greater comfort, protection from fire and the more efficient operation of industrial equipment.

Johns-Manville owns and operates Asbestos Mines in Arizona and Canada, thirteen factories located strategically across the continent, sales offices in all large cities and a large, scientifically equipped research laboratory in which J-M Engineers and Scientists are constantly developing new uses for this remarkable mineral, Asbestos.

Some of the better known J-M Asbestos products include: Packings, Insulations, Roofing and Siding, Transite Water Pipe and Electrical Conduit, Office Partitions, Decorative Wall Boards, Flooring and Friction Materials. In addition, Johns-Manville furnishes raw asbestos in a wide range of grades and fibre lengths.

For complete information on J-M Asbestos Products write to any J-M office or distributor.

Johns-Manville

EXECUTIVE OFFICES: NEW YORK

Branches in All Large Cities

but nearer to the outcrop and just below ground-water level, is a zone in which fibres are white, soft, flexible, and do not readily resume their original form after bending. This is called 'soft white' fibre. Further towards the surface, the 'soft white' fibre is succeeded by 'soft brown' fibre. Some of this is of lesser tensile strength than the 'soft white' fibre and 'springy' fibre, and in places it is weathered to a clayey mass." (Reinecke and McClure, Trans.geol.Soc.S.Afr.XXXVI,p.31.)

Tremolite and Anthophyllite.

These are inferior in their qualities to the three asbestos varieties described previously. As the Union contains large resources of the better class of asbestos and because of the lower market prices for tremolite and anthophyllite, these are confined to a very limited local market.

Occurrences of tremolite are found near Pomeroy in Zululand while a deposit of matted anthophyllite, called asbestic, has been intermittently worked at Corea 663, in the Zoutpansberg district of the Transvaal. At present tiles and roofing slates are being produced from this material.

Editor's Note. This is the fourth and last article in the series. The April, 1941. number described the Asbestos Fields in South Africa; Chrysotile was the subject of the chapter printed in May, and July "ASBESTOS" described the Crocidolite fields.

—:—

Keep your fears to yourself and share your courage with others.

TEST

. . . the added sales volume awaiting you among the nation's roofing and siding contractors. Write to . . .

AMERICAN ROOFER and SIDING CONTRACTOR
425 Fourth Avenue, New York City

K&M best in asbestos

ASBESTOS SHINGLES

THE FIRST MADE IN AMERICA AND STILL THE LAST WORD

Since K & M "Century" Shingles were pioneered for roofing and siding by Keasbey & Mattison Company, nothing has been created to surpass these asbestos-cement shingles in enduring beauty and economy. Available in many styles, sizes and colors. ● To industrial and residential construction, K & M quality also offers its advantages in plain, formed and corrugated Asbestos Lumber, in plain and decorative Asbestos-Cement Wallboard. ● A few good territories are still open to the right Distributors. Contact us without delay.

KEASBEY & MATTISON COMPANY

AMBLER • PENNSYLVANIA

BRAZILIAN ASBESTOS DEPOSITS

The July issue of the Foreign Minerals Quarterly, published by the U. S. Bureau of Mines, contains a recent report on the asbestos deposits of Brazil. We quote it verbatim:

"Brazil has extensive deposits of asbestos or 'amianto', but for the most part these are of inferior quality. They occur in the metamorphosed basic intrusive and serpentine rocks.

"The most important deposit in Brazil was discovered in the State of Bahia in 1938, 3 miles from the town of Bom Jesus in the commune of Pocoes and 65 miles from the railway station at Jequie. This station is 160 miles west of the port of Nazareth, whence it is 50 miles by boat to the harbor of Bahia. The deposit here is in an extensive serpentine belt in the regional gneissoid rocks. It has been explored for over a mile in length and the estimated reserves are said to be over 8 million tons with 2.2% asbestos content. The rock as mined is hand-sorted, and that sent to the mill for treatment yields 4.3% asbestos fiber. The bulk of this product is used in the manufacture of cement sheets for roofing and in cement piping, as well as in the production of synthetic materials, such as bakelite, and as an insulating filler. No spinning fiber is produced, and each year Brazil imports about 60 tons of the spinning grade.

"Production, from the Bom Jesus mine began with 25 tons in 1939, and the 1940 output is figured at 152 tons. This property, with its concentrating plant, is the property of the S. A. Mineracao de Amianto, with headquarters at Pocoes in Bahia. The product is shipped to the manufacturing plant at Sao Paulo of the Commercio e Industria de Amianto, Ltda.

"In the State of Minas Gerais only two deposits are worthy of mention where chrysotile is found. One is at Beijn-Flor near Uba; here most of the asbestos consumed in Brazil has been mined. It is situated 120 miles north of Rio de Janeiro on the railway line to Ponte Nova.

VERMONT

ASBESTOS

MINED IN U.S.A.

Clean, well fiberized asbestos particularly well suited for the manufacture of the better types of

BRAKE LINING • CLUTCH FACING • ROOFING PAINTS
SHINGLES • PLASTIC CEMENT • INSULATING CEMENT
MOLDED PLASTICS • ASBESTOS PAPER • MILLBOARD

Samples and Prices upon application

VERMONT ASBESTOS MINES

Division of The RUBEROID Co.

HYDE PARK, VERMONT

SALES OFFICE, 500 FIFTH AVENUE, NEW YORK CITY • MINE, EDEN, VT.

The quality, altho poor, is said to be improving in depth. The other deposit is at Taquarassu, 5 miles south of Nova Lima on the gold property of the Cia. Sao Joao del Rey. Here scattered patches 5 to 20 feet in width and 100 to 200 feet in length of long-fiber chrysotile, as well as extensive areas of short-fiber chrysotile occur in a serpentine belt. Explorations thus far have been limited to surface cuts, and no attempt has been made to produce asbestos."

PRIORITIES - COMMODITY BRANCHES

Priorities Director Stettinius announced July 17 the creation of eight commodity branches which, under his direction will deal with problems relating to certain materials and classes of materials in which importation or allocation problems are paramount.

Each commodity branch will have a chief who will be in charge of all matters considered by the branch, whether these problems are related to priorities, production or purchases.

At present the officers who will handle commodity branch activities in Mr. Stettinius' division are: Director, E. R. Stettinius, Jr.; Deputy Director, Philip D. Reed; Assistant Deputy Director, C. H. Matthiessen, Jr.; Technical Consultant, Dr. C. K. Leith; Consultant, Import Shipping Allocation, Dr. W. Y. Elliott; Administrative Assistant, Marshall J. Dodge, Jr.

Asbestos has been placed in Section (or Commodity Branch) No. 8, whose chief is Richard J. Lund.

—:—

Wanted—a copy of the book "Chrysotile Asbestos" by James G. Ross. Perhaps some of our readers have a copy of this book which for one reason or another they do not need. If so, please write us.

"BENCHING" AT GATH'S MINE

This most interesting photograph was taken at Gath's Mine in Mashaba, one of the group of African Associated Mines, Limited.

The explanation of the term "benching" will probably be of interest to many of our readers who are not familiar with the method.

In order to ensure a continuous supply of mill rock it is necessary to provide a number of working places in the quarry at which the ore can be broken by drilling and blasting. This result is achieved by the formation of a series of terraces or "benches", on each of which drilling

The "benches" at Gath's Mine, Mashaba, Rhodesia.

and blasting takes place. The photograph clearly shows the "benches". From these benches the broken rock is loaded into trucks and transported to vertical passes which are connected to underground haulageways or tunnels. These passes constitute collecting points from which broken ore is transported along the haulageways to the main shaft bins and thence it is hoisted in skips to the mill bins.

New "benches" are formed by cutting trenches or

gullies in the centre of the quarry. This is necessary because the benches gradually recede to the edge or perimeter of the quarry and consequently must be replaced by new benches in order to maintain the number of working places.

The final wall of the quarry cannot be left perpendicular because there would be a tendency for masses of rock to break off and fall into the quarry, endangering the lives of the men working there. The wall, from the surface edge to the bottom of the quarry, is therefore sloped at a safe angle or batter to obviate such dangers. It is obvious that this necessity ultimately restricts the depth to which quarrying is possible.

At Havelock Mine (in Swaziland) large scale experimental work is being undertaken underground to evolve a system of mining which will permit mill ore supply to be derived from underground workings when the quarry has been mined to its limit in depth.

—:—

They have done well who have learned these: to judge men by their motives rather than by their achievements; to listen to the advices of successes rather than of failures; never to vote for a man who cannot carry his home precinct; that the spirit of contentment improves any condition; that very few calamities are ever finally fatal; that most men will deliver better deeds if we expect better deeds from them; to wait until all the facts are in before passing judgment.—*Source Unknown.*

RAW ASBESTOS

N. V. NEDERLANDSCHE ASBEST MY

P. O. BOX 803
ROTTERDAM (Holland)

Stock at Rotterdam

NORRISTOWN MODERN INSULATIONS SAVE TIME

•

More Haste • Less Waste • Same Cost

•

NORRISTOWN MAGNESIA & ASBESTOS CO.

NORRISTOWN
PENNSYLVANIA

NEW DEVELOPMENT IN PIPE

Asbestos-Cement Pipe is now available in 18 foot lengths in the 6 in. and 8 in. sizes, Class 150. This is an exclusive development of the Keasbey & Mattison Company, makers of "Century" Asbestos-Cement Pipe.

This longer length eliminates 113 couplings per mile of line (when used instead of the 13 foot pipe) meaning 28% fewer joints to the mile—quite a saving in installation time and cost.

The 18 foot pipe is particularly desirable on long stretches of line: K & M "Century" 13 foot pipe is still available for those cases where trench conditions make shorter lengths more advantageous. The proper lengths to be used on a particular job should be based on the problems encountered on the job itself.

A NEW REFRACTORY CEMENT

A new air-setting semi-refractory cement for protecting insulation exposed to the erosive action of hot gasses has recently been announced by Johns-Manville. This new material is called No. 678 Semi-Refractory Cement, sets quickly without the application of heat, and was developed by J-M Research Laboratories especially for use over flue, breeching and stack linings, where it is often impossible to introduce heat for some time after the cement has been applied.

J-M No. 678 cement is described in the Laboratories' report as a fibrous, hydraulic-setting material having a minimum covering capacity of 20 sq. ft., 1 in. thick, per 100 lb. It contains asbestos fibres.

"DEFENDEX"

Apropos of the editorial by W. L. Steffens on page 2 is a new insulation material designed by the Philip Carey organization primarily as a substitute for 85% Magnesia on defense projects of a temporary type. They have named this new product "Defendex". It is a laminated asbestos structure and is therefore of great interest to the whole Asbestos Industry.

ASBESTOS

ASBESTOS CORPORATION LIMITED

THETFORD MINES

QUEBEC CANADA

REPRESENTATIVES:

GREAT BRITAIN: ..... W. A. JANITCH.
6 Maresfield Gardens, London, N. W. 3

JAPAN: ..... ASANO BUSSAN Co.,
Tokyo-Kaijo Bldg., Tokyo.
MITSUI BUSSAN KAISHA LTD.,
Tokyo.

U. S. A.:

BALTIMORE, MD.: ..... WALLACE & GALE CO.,
115 South Gay St.

CLEVELAND, OHIO: ..... WORLD'S PRODUCTS TRADING CO.,
Rockefeller Bldg.

CHICAGO, ILL.: ..... ALBERT E. STARKIE,
528 N. Cuyler Ave., Oak Park, Ill.

NEW YORK, N. Y.: ..... WHITTAKER, CLARK & DANIELS, INC.
260 West Broadway

SAN FRANCISCO, CAL.: ..... L. H. BUTCHER CO.,
15th and Vermont Sts.

CANADA:

MONTREAL, QUE. ..... ATLAS ASBESTOS CO., LTD.,
110 McGill St.

TORONTO, ONT.: ..... CANADIAN ASBESTOS ONTARIO LTD.
14 Front St.

MARKET CONDITIONS

GENERAL BUSINESS

Business, so far as defense work is concerned, is booming—obviously.

Business for civilian needs is finding itself in a peculiar position—a large demand, which will increase rather than decrease as wages rise and unemployment falls, but inability or difficulty in obtaining raw materials in sufficient quantity to fill the demand. Result: need for substitutes.

Then there is a third class which either because of loss of export markets or inability to use substitute raw materials, must make adjustments, possibly going into some sort of defense work.

And added to these general headaches are rising costs of raw materials, the labor situation, rising taxes and innumerable other factors which are a constant source of worry.

Not a bright picture but all we can do is to do the best we can from day to day.

ASBESTOS - RAW MATERIAL

Before this country began curtailment of various commodities to Japan, Canada placed an embargo on asbestos to Japan. This means that the Canadian mines have lost a substantial market for their short grades of asbestos. Much of this, however, will be absorbed by the United States as this country has greatly increased its demand for various asbestos fibres. In fact the U.S.A. demands for asbestos from all producers is still increasing.

The U. S. Maritime Commission in Washington is now assisting in the importation of asbestos from South Africa, by obtaining space on the steamers.

Prices are very firm.

JOHNSON'S COMPANY

ESTABLISHED IN 1875

Head Office

Thetford Mines, P. Q., Canada

Mines

Thetford Mines, Quebec

Black Lake, Quebec

Producers of All Grades of

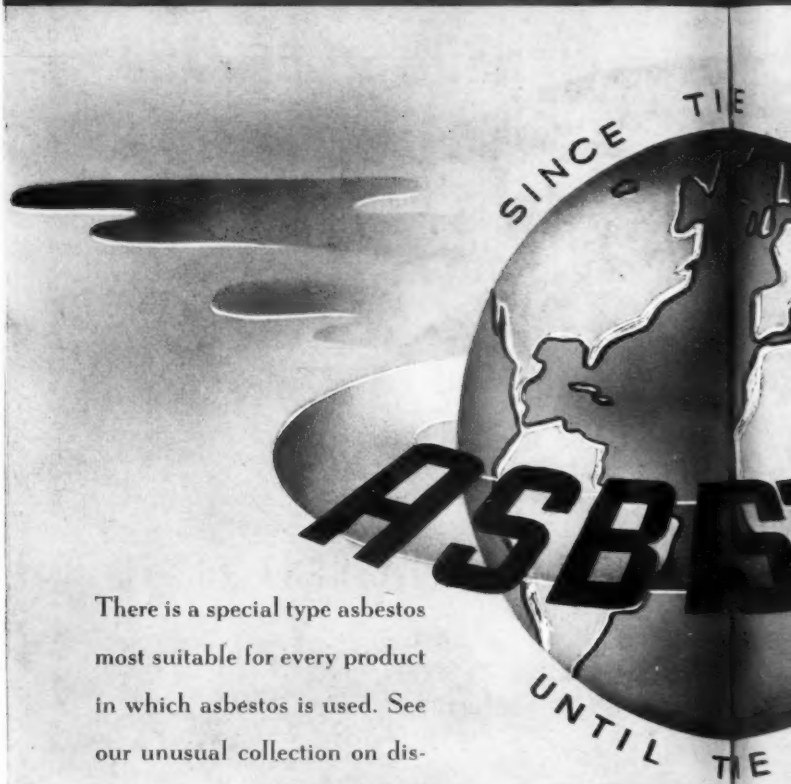
RAW ASBESTOS

AGENTS

GREAT BRITAIN ..... A. A. BRAZIER & CO.
203 Winchmore Hill Road,
London, N. E. 21, England

JAPAN ..... S. SAITO & CO.
7th Floor, Marunouchi Bldg., Tokyo

FROM EVERY PART OF THE ORI



There is a special type asbestos most suitable for every product in which asbestos is used. See our unusual collection on display in our New York office.

ASBESTOS LIMITED INC.

8 WEST 40TH STREET, NEW YORK, N. Y.
Works: MILLINGTON, N. J.
27 SIMMONDS STREET, JOHANNESBURG, SO. AFRICA

E ORLD • FOR EVERY PURPOSE

OUR STOCK ALWAYS
INCLUDES THESE TYPES
OF RAW ASBESTOS

Arizona Crude • Australian Crude • Canadian Crude • Cyprus Asbestos • Italian Crude • Russian Crude • Rhodesian Crude • South African Blue • South African Yellow • And Others

Manufacturers of CYPRUS ASBESTOS SIDING . . . Creators and exclusive manufacturers of NEW ERA INSULATION, lightest rigid insulation made for high or low temperature.

ASBESTOS—MANUFACTURED GOODS

Textiles. The conditions in the asbestos textile industry remain unchanged from previous months. Every manufacturer is operating at capacity and a number of them have substantial defense orders that will carry over well into 1942. Some of the requirements of the U. S. Navy have been so great that the manufacturers have not been able to comply with the delivery requirements stipulated on the Navy inquiries. Prices remain very firm.

Brake Lining. June sales for domestic consumption increased considerably over last June but only slightly over the previous month. Sales for export increased over the same periods in the same proportion.

Paper. Demand has slacked off somewhat in this market, probably seasonal. Prices are firm.

Millboard. This market shows very heavy demand—of course ship work and cantonment work are accountable.

Insulation. High Pressure. The situation is unchanged with shipments continuing at high levels and prices firm.

Insulation. Low Pressure. Low Pressure insulations show a seasonal slackening. This, however, will last for only a few weeks—in fact it's only a breathing spell and demand will undoubtedly show decided increase in a week or so. In the meantime rising costs give prices a firm trend.

Asbestos-Cement Products. In the asbestos-cement products line everyone seems to be oversold on everything and the demand for sidings, shingles, corrugated and flat sheets appears to be assured for many months to come on a record-breaking basis. Of course the cause of this is government defense projects. The key word for the market at present therefore is "oversold".

The above comments have been sent us by executives in close touch with the various markets. All readers are invited to give us their ideas and opinions as to present markets and future trends.

Rhodesian
SHABANI MINE — SHABANIE
GATH'S MINE — MASHABA

African
HAVELOCK MINE — SWAZILAND

Canadian
BELL MINE — THETFORD MINES, P. Q.

ASBESTOS

Raw Asbestos Distributors Limited
Spotland
ROCHDALE, Lancs., England.

CURES FOR "BUCK FEVER"--

A Lesson in Selling

By John T. Bartlett

Afraid of the "big fellows"? Do you get the jitters, waiting your turn to interview the buyer in the swanky office? Then you have "buck-fever," an ailment which is epidemic at all times among salesmen.

The cure for the original "buck fever" is very simple. The amateur hunter doesn't give up. The second time he sees a buck, at least he succeeds in pulling the trigger. The third time, his shot actually cuts thru a tree in the target's general vicinity. Soon, he is an experienced hunter, laughing at the nervous antics of the beginner.

The salesman with fear of the big game should not avoid encounters. Like the deer hunter, he should laugh at his own ridiculous nervousness, keep at it until the fear wears off. There is no substitute for this psychology. The majority of cases "cure themselves," if the salesman will only persistently subject himself to the set of circumstances which, at first, so terrifies him.

There are, however, other things the salesman can do to increase his confidence. An inferiority complex probably causes him to fear the big fellow.

Case study was the young salesmen who, brought up without advantages, dressed very slovenly. At the same time, he was very sensitive. He told himself that clothes didn't matter among real men, yet, meeting a well-dressed prospect—and the "big fellows" usually are well-dressed —he had a depressing sense of inferiority.

His sales manager handled the case with skill. He took the salesman out to play golf with him, on a course frequented by big-shots. Gradually, he brought about a reformation in personal appearance. Self-confidence came first.

The reverse psychology is sometimes helpful. The salesman notes weaknesses in the powerful buyer—as, for example, that notorious divorce scandal. He builds himself up thus to a feeling of equality.

CONTRACTORS AND DISTRIBUTORS PAGE

Building

Altho the total volume of construction contracts awarded in 37 eastern states during June, amounting to $539,106,000, was slightly less than in May, it was, according to F. W. Dodge Corporation, 66 per cent greater than in June, 1940. During the first half of the current year, however, contracts awarded volume reached an eleven year peak of $2,549,962,000, an increase of 57 per cent over the $1,623,087,000 recorded in the first six months of 1940.

At the half-year mark, the major classifications of construction were substantially above the corresponding period of 1940. Non-residential building, with $956,525,000 in contract total, was 105 per cent larger, residential building to the amount of $948,994,000 was 37 per cent larger; public works and utilities, amounting to $644,443,000, showed a 39 per cent increase.

Residential building in 37 states east of the Rocky Mountains has, during the first six months of 1941, been the most active in 12 years, according to the F. W. Dodge Corporation.

In this year's home-building operations, the construction of small houses has predominated. Contract awards for one and two family houses during the first six months totaled $740,766,000, or 77 per cent of the residential building total. The following table shows small house construction activity during comparative six month periods of selected years.

Dollar volume of contracts awarded—One and two family houses (first six months):

1928	$778,619,000
1933	90,695,000
1937	377,656,000
1938	307,238,000
1940	512,867,000
1941	740,766,000

It is also reported by Dodge that of the $740,766,000 spent for one and two family houses in the first half of 1941, $628,627,000, or 85%, was for private ownership, which indicates that private operations are providing a very large share of the needed new housing facilities.

—:—

A green salesman will sell more than a blue one.

Wage Rates for Asbestos Workers

The August issue of "ASBESTOS" each year contains a list of rates of wages being paid to asbestos workers in the principal cities of the United States.

Previously these rates have been taken from a chart published by the Builders Association of Chicago. See page 16 of August 1940 "ASBESTOS".

The following rates, however, have been reprinted from the July issue of "The Asbestos Worker", official journal of The International Association of Heat and Frost Insulators and Asbestos Workers. We believe them to be up-to-date (as of July) and authentic.

Note that in several instances the present rate and also a new one to be put into effect later are given. (New rate in italics).

Note that rate for points in Essex and Hudson Counties, N. J., is given under those counties.

Rate for all Connecticut points is listed under Connecticut.

Akron, O.	$1.50
Albany, N. Y.	1.37½
(8/20/41 — $1.50)	
Allentown, Pa.	1.62½
Amarillo, Tex.	1.50
Atlanta, Ga.	1.25
(8/1/41 — $1.50)	
Atlantic City, N. J.	1.50
Austin, Tex.	1.50
Baltimore, Md.	1.56¼
Baton Rouge, La.	1.50
Beaumont, Texas	1.50
Birmingham, Ala.	1.37½
Borger, Tex.	1.50
Boston, Mass	1.50
Bridgeport, Conn	1.37½
Buffalo, N. Y.	1.50
Cedar Rapids, Ia.	1.37½
Charleston, S. C.	1.50
Charleston, W. Va.	1.50
Charlotte, N. C.	1.12½
Chicago, Ill.	1.70
Cincinnati, O.	1.42½
Cleveland, O.	1.55
Columbia, S. C.	1.25
Columbus, O.	1.50
Connecticut	1.37½
(8/15/41 — $1.50)	
Corpus Christi, Tex.	1.50
Dallas, Tex.	1.50
(9/1/41 — $1.62½)	
Dayton, O.	1.50
Denver, Colo.	1.40
Des Moines, Ia.	1.25
Detroit, Mich.	1.50
Duluth, Minn.	1.20
Essex County, N. J.	1.75
Evansville, Ind.	1.50
Fort Wayne, Ind.	1.32½
Fort Worth, Tex.	1.50
(9/1/41 — $1.62½)	
Galveston, Tex.	1.50
Grand Rapids, Mich.	1.40
Great Falls, Mont.	1.37½
Greensboro, N. C.	1.12½
Houston, Tex.	1.50
Hudson County, N. J.	1.75
Huntingdon, W. Va.	1.50
Indianapolis, Ind.	1.40
Jackson, Mich.	1.40
Jackson, Miss.	1.50
Jacksonville, Fla.	1.37½
Kalamazoo, Mich.	1.40
Kansas City, Mo.	1.50
Knoxville, Tenn.	1.37½
Lansing, Mich.	1.40

Little Rock, Ark.	1.37½
Los Angeles, Calif.	1.25
Louisville, Ky.	1.50
Madison, Wis.	1.35
Manitowoc, Wis.	1.20
Mare Island Ship Yard, Vallejo, Calif.	1.17
Memphis, Tenn.	1.37½
Miami, Fla.	1.25
Milwaukee, Wis.	1.40
(9/1/41 — $1.45)	
Minneapolis, Minn.	1.50
Mobile, Ala.	1.50
Nashville, Tenn.	1.37½
Navy Yard and Harbor Marine Workers, Brooklyn, N. Y.	1.10
New Orleans, La.	1.50
Newport News, Va.	1.37½
New York City, N. Y.	2.00
Norfolk, Va.	1.37½
Oklahoma, City, Okla.	1.50
Omaha, Neb.	1.35
Pascagoula, Miss.	1.50
Philadelphia, Pa.	1.62½
Pittsburgh, Pa.	1.67½
Port Arthur, Tex.	1.50
Portland, Ore.	1.50
Portsmouth, Va.	1.37½
Providence, R. I.	1.37½
Richmond, Va.	1.37½
(1/1/42 — $1.43¾)	
Rochester, N. Y.	1.42½
Sacramento, Calif.	1.12½
Saginaw, Mich.	1.40
San Antonio, Tex.	1.50
San Francisco, Calif.	1.25
Scranton, Pa.	1.37½
Seattle, Wash.	1.45
Shreveport, La.	1.50
(9/1/41 — $1.62½)	
Sioux City, Ia.	1.25
South Bend, Ind.	1.32½
(1/1/42 — $1.37½)	
Spokane, Wash.	1.50
Springfield, Mass.	1.37½
Springfield, Mo.	1.25
St. Louis, Mo.	1.62½
St. Paul, Minn.	1.50
Syracuse, N. Y.	1.50
Tacoma, Wash.	1.45
Tampa, Fla.	1.25
Toledo, O.	1.52½
Trenton, N. J.	1.62½
Tulsa, Okla.	1.50
Washington, D. C.	1.75
White Plains, N. Y.	1.65
Wichita, Kans.	1.25
Wilkes-Barre, Pa.	1.37½
Wilmington, Del	1.50
Wood River, Ill. (Oil Refinery only)	1.14
York, Pa.	1.37½
Youngstown, O.	1.50

—:—

TWELVE TABLES FOR ESTIMATING various areas in connection with insulating materials (both hot and cold) are available at $1.00 per set. (See page 24 of July 1941 ASBESTOS for list).

Printed two tables to an 8½"x11" page, these can be easily slipped into a binder or carried (in the attractive folder in which they are furnished) in a brief case. Very handy and useful for all estimators on insulation. Send your orders to ASBESTOS, 16th Fl., Inquirer Bldg., Philadelphia.

—:—

DEFENSE AREAS—A list of designated areas in 37 Eastern States, has been compiled by Dodge Statistical Research Service. This is in connection with the National Housing Act, Title VI. Copy of the list will be furnished by "ASBESTOS" to anyone interested. The list does not include 11 Western States, nor "Off-Continent" areas.

NEWS OF THE INDUSTRY

BIRTHDAYS

C. H. Carlough, President, Carolina Asbestos Co., Davidson, N. C., August 20.

P. E. Coombes, Secretary, Cape Asbestos Co., Ltd., London, England, August 21.

F. P. Kuchenbecker, President, Asbestos & Magnesia Materials Co., Chicago, Ill., August 23.

Harrison S. Sweet, Manager, Oneida Plant, Mohawk Asbestos Shingles, Inc., Oneida, N. Y., August 28.

Leonard S. White, President, Asbestos Insulating & Materials Co., Milwaukee, Wis., August 28.

A. W. Swartz, President, Linear Packing & Rubber Co., Philadelphia, Pa., August 31.

O. F. Bergman, Sec'y-Treas., Asbestos & Insulating Materials Co., Milwaukee, Wis., September 1.

E. H. Pierce, Asbestos, Asphalt & Insulation Mfg. Co., Chicago, Ill., September 3.

E. H. Jeffords, General Manager, General Asbestos & Rubber Div., North Charleston, S. C., September 5.

W. D. Pardoe, Vice President, Thermoid Co., Trenton, N. J., September 8.

J. Gillmur Tyson, Jr., President, American Asbestos Co., Norristown, Pa., September 14.

To all these gentlemen we extend congratulations and best wishes, on the occasion of their birthdays.

—:—

THE PHILIP CAREY MANUFACTURING COMPANY has recently published two new Manuals—Manual No. 606 on Careystone Corrugated Asbestos-Cement Roofing and Siding contains much data on the application of those products, while Manual No. 22 is devoted to Carey Insulated Roof Deck (see Feb. 1941 "ASBESTOS", page 12 for description of this material.)

Copies of these Manuals may be had by request direct to The Philip Carey Mfg. Company, Lockland, Cincinnati, O.

THE UNION ASBESTOS & RUBBER CO. has recently announced the appointment of Horace M. Wigney, as Assistant Vice President of their Equipment Specialties Division, with headquarters in Chicago. Mr. Wigney has been connected with the refrigerator end of one or more of the various car companies thruout the United States all of his working life.

• BLUE ASBESTOS

The Cape Asbestos Company, Ltd., is the world's largest supplier of acid-resistant blue crocidolite asbestos, and the only manufacturer operating its own mines. Inquiries solicited on:

MILLBOARD **YARNS**
ROVINGS **POWDER** **CLOTHS**
PROCESSED FIBRES
Unexcelled for use in
ASBESTOS CEMENT PIPES

• AMOSITE ASBESTOS

This fibre owing to its great length and bulk is unrivalled for use as an insulating medium in:

Asbestos mattress filler
85% Magnesia Insulation

The CAPE ASBESTOS CO. Limited

Morley House, 28-30 Holborn Viaduct, London, E.C.1.
FACTORY, BARKING, ESSEX

United States Sales Agent:
ARNOLD W. KOEHLER
415 LEXINGTON AVE. **NEW YORK CITY**
TELEPHONE—VANDERBILT 6-1477

R. B. CRABBS PASSES AWAY

Roscoe Burns Crabbs passed away at Morristown, N. J., July 15th, 1941, following a brief illness.

Mr. Crabbs entered the employ of The Philip Carey Manufacturing Company in 1901 and was a main factor thereafter in the development of the business, particularly in the sales department. For many years he was a Director, Vice President and Treasurer of The Philip Carey Manufacturing Company, and President of The Philip Carey Company.

R. B. Crabbs

While in Cincinnati, Mr. Crabbs served as a Director of the Lincoln National Bank and also of the Cincinnati Chamber of Commerce, besides taking part in numerous civic activities.

Gifted with great energy and initiative, he was tireless in his effort to build up a nationwide organization and personally inaugurated and supervised the establishment of branches and distributors in the earlier years of his Company's growth.

His acquaintance in the business world was very wide and his personality and generous nature such that he was a great favorite of his friends and acquaintances. If there was one outstanding trait possessed by Mr. Crabbs, it was the enthusiastic energy with which he entered into any matter of interest to his Company. There was no limit to the attention or hours he devoted to that interest.

In January, 1938, Mr. Crabbs severed his connections with the Carey organization and established himself in business in the East where he was actively engaged up to the time of his unexpected death.

—:—

THE ARIZONA BUREAU OF MINES, Phoenix, Ariz., in June of this year issued a map of Arizona showing the chief mineral deposits by means of representative symbols. The map is 25 by 26 inches in size and can be obtained by sending 35c to the Bureau.

The map was prepared by Eldred D. Wilson who has in the past written or collaborated in writing several Bulletins on the subject of Asbestos Deposits of Arizona, the latest being Bulletin No. 126 dated October 15, 1928, and available from the Arizona Bureau of Mines at a cost of 25c.

CAREY PURCHASES PERTH AMBOY PLANT

The Philip Carey Mfg. Company has recently purchased a new plant at Perth Amboy, N. J., and expect to get possession on September 1, when they will immediately start remodeling for their own purpose.

Asbestos and rag felts, as well as a complete line of asphalt roofings and shingles will be manufactured by this new factory, and other products of the Carey line will be added as soon as conditions permit.

The plant is expected to begin production early in 1942.

—:—

CANADIAN PRODUCERS FACE HIGHER COSTS

The Canadian Asbestos producers, in accordance with the suggestion from the Canadian Government, have granted their employees a cost-of-living bonus. This to become effective as of August 1.

The Mining Companies also have to absorb an additional cost brought about by the Unemployment Insurance, which came into effect on July 1 last.

Notwithstanding the increase in operating costs, no advance in prices has been made, and we understand the present schedule remains in effect until December 31, 1941.

—:—

CANADIAN JOHNS-MANVILLE CO., Ltd., recently opened a department in their factory at Asbestos for the manufacture of Cedargrain Asbestos Shingles. The department is under the supervision of W. A. McGinnis and will incorporate all the former Rigid Shingle Department plus a large additional extension of the North side of the factory.

GREENE, TWEED & CO., manufacturers of packings, certain tools and polishing leathers, have recently moved to Palmetto Building, 238 St. Bronx Blvd., New York City, concentrating under one roof their offices, which were formerly located at 101 Park Ave., New York City, and their two manufacturing plants located in Brooklyn, N. Y., and Newark, N. J. Their expanding business made it necessary to increase their manufacturing facilities and to maintain closer contact between factory and office.

UNITED ROOFER, published by the United Roofing Contractors Association, 168 E. 89th St., made its July number an "Asbestos-Cement Siding Issue." This number contains a brief article, "Asbestos—Physical Paradox," and a longer one on "Residing with Asbestos-Cement Shingles."

DEATH OF JOSEPH D'LOUHY

After a long illness, Joseph D'Louhy, Purchasing Agent of the Raybestos Division, Raybestos-Manhattan, Inc., passed away on July 26, at his home in Stratford, Conn.

Mr. D'Louhy was connected with Raybestos-Manhattan, Inc., and its predecessors for 34 years, starting with them as a young boy. In this lengthy service he had built up a friendship with all who did business with him and he will be sorely missed by these business acquaintances as well as by his friends in the office and plant.

Mr. D'Louhy was a member of St. John's Lodge No. 8 A.F. and A.M. and of Obeh Grotto.

His passing leaves a gap in the R-M organization difficult to fill.

—:—

JOHNS-MANVILLE, in report covering the 2nd quarter of 1941 reports for that quarter, net earnings of $1,457,212.98 compared with $1,110,319.29 for the same period in 1940; while sales for the 2nd quarter of 1941 totalled $22,099,462.93 compared with $15,105,379.11 for similar period of 1940.

Following is the consolidated income account for the first six months of 1941, compared with the same period in 1940, from which it will be noted that net earnings for the first half of 1941 were $3,018,801.02 and sales for the first half of 1941 were $38,812,509.57.

	Six Months Ended June 30, 1941	June 30, 1940
Sales, less cash disc., allowances, etc.	$38,812,509.57	$26,644,991.81
Income from royalties, com., div., etc.	83,770.60	113,126.32
	38,896,280.17	26,758,118.13
Expenses: Raw Materials, etc.	14,593,115.48	10,203,621.09
Products for resale, mfd. by others	1,884,904.93	2,182,476.56
Wages and salaries	12,945,298.49	9,637,548.65
Depreciation, depletion and obsolescence of mineral properties	1,098,536.86	1,072,063.63
Taxes	5,355,623.39	1,774,394.81
Total Expenses	35,877,479.15	24,870,104.74
Earnings*	3,018,801.02	1,888,013.39
Dividends Preferred stock	175,000.00	249,375.00
Dividends Common stock	1,275,000.00	637,500.00
Added to surplus	1,568,801.02	1,001,138.39
*Equal after required preferred dividends to profit per common share of	3.35	1.93

THE RUBEROID CO. reported for the three months ending June 30, 1941, consolidated net profit of $391,779, equivalent to 98 cents per share, after providing for depreciation and Federal taxes. This is an increase of 60% over net profit in the second quarter of 1940, which was $244,565, or 61 cents per share.

For the first six months of 1941 consolidated net profit, after providing for depreciation and Federal taxes, amounted to $584,876, equivalent to $1.47 per share, compared with $183,841, or 46 cents per share, in the first half of last year, an increase of 218%.

Net sales for the second quarter of 1941 totaled $6,808,429, an increase of 48% over net sales of $4,598,238 in the corresponding period of 1940. For the first six months of 1941 net sales were $11,066,842, compared with $7,668,377 in the first half of last year, an increase of 44%.

Approximately 30% of the dollar sales of Ruberoid products in the first half of this year went directly or indirectly into defense construction projects, 2% for export, and the balance into normal domestic consumption.

"IMPROVING MERCHANDISING IN THE BUILDING INDUSTRY" is the title of an excellent article in the July Executives Service Bulletin (of the Metropolitan Life Insurance Company), written by Arthur A. Hood, Director of Dealer Relations, Johns-Manville Sales Corporation. Our readers will be interested to know that an editorial is at present being prepared by Mr. Hood especially for "ASBESTOS". It will be published in an early issue.

HERBERT WACHSMANN has been appointed industrial assistant in the accounting division of the OPACS. Mr. Wachsmann was formerly on the engineering staff of Keasbey & Mattison Company, Ambler, Pa. He is a graduate of Columbia University and has had international experience in the field of consulting engineering in many industries.

ASBESTOS MANUFACTURING CORPORATION of Huntington, Ind., on August 1st paid a dividend of 35c per share to holders of record July 18. A second dividend in the same amount has been declared, this to be paid on September 1st to holders of record August 18th. Both apply against accumulations, and after payment the arrearage will amount to $2.45 a share on November 1st.

INSTITUTO MINERE-INDUSTRIAL DE PORTO, Ltd., has taken over the assets and liabilities of Alexandrino & Silva, Ltd., of Porto, Portugal. Their street address is Rua de Picaria 71-73; cable address "Instituto". They deal in a number of metals and minerals, specializing in the sale of asbestos, wolframite, scheelite, tin and chrome.

RAYBESTOS DIVISION of Raybestos-Manhattan, Inc., announces the appointment of Wilbur Rowe as Purchasing Agent,

to fill the vacancy caused by the death of Joseph D'Louhy. Mr. Rowe was formerly in charge of the Order Department of the Division.

PATENTS

This information obtained from the Official Patent Gazette, published weekly by the U. S. Patent Office, Washington, D. C.

Apparatus for Saturating Fibrous Stock. No. 2,246,531. Granted on June 24, 1941 to Izador J. Novak, Trumbull, Conn., assignor to Raybestos-Manhattan, Inc., Bridgeport, Conn. Application Jan. 30, 1937. Serial No. 123,197.

Apparatus for adding saturant to a wet fibrous web comprising a receptacle containing a saturating solution for modifying the character of the web, a foraminated roll partly immersed in and rotating in a body of saturant, a porous conveyor for supporting and moving a wet fibrous web to dispose its normal upper surface in contact with the surface of the roll while simultaneously immersing said web in the saturating solution, a guide roll for bringing the web into supported relationship with the foraminated roll and means disposed between the point of web immersion and the vertical plane of the axis and the foraminated roll in juxtaposed relation to the roll for resiliently compressing the web against the roll after immersion, said means comprising a resilient surface roller yieldingly urged toward the roll to retain the web thereon over a major portion of its unsubmerged area.

Method of Making Asbestos Cement Pipe. No. 2,246,537. Granted on June 24, 1941 to Ernest Wayne Rembert, Plainfield, N. J. Assignor to Johns-Manville Corporation. Application March 18, 1937. Serial No. 131,585.

In making a mandrel-compressed asbestos and cement pipe, the method which comprises forming a dilute aqueous suspension of asbestos fibres and Portland Cement in the proportion of 20 to 40 parts by weight of asbestos to 100 parts dried weight of said suspended materials, forming a thin sheet from the suspension, winding the sheet spirally upon itself upon a mandrel and simultaneously compressing the mold, removing the product from the mandrel and hardening the said product, the amount of the compression being approximately that produced with a machine of the class described, applying a total pressure not substantially less than 2 tons for each one inch of diameter of a mandrel approximately 13 feet long and below that causing excessive loosening of the pipe from the mandrel during the winding operation.

Machinery Packing. No. 2,246,591. Granted on June 24, 1941 to Cecil R. Hubbard, Palmyra, N. Y. Assignor to Garlock Packing Co., Palmyra, N. Y. Application June 10, 1941. Serial No. 339,704. Description upon request.

Asbestos and Cement Composition. No. 2,247,453. Granted

on July 1, 1941, to Thomas Ivan Taylor, Minneapolis, Minn. Application September 28, 1938. Serial No. 232,231.

The process of waterproofing which comprises reacting an asbestos and Portland cement composition containing lime and an alkali metal compound with a soap and a water-soluble acidic agent adapted to neutralize the hydroxide of the alkali metal and depress the hydroxylion content of the said composition, the said agent being added in proportion substantially in excess of the amount chemically equivalent to any fixed alkali metal present in the soap and being adapted to form a freely water-soluble compound with lime present in the composition.

Composite Gasket and Casing Therefor. No. 2,249,127. Granted on July 15, 1941, to Frederick W. Goetz, Plainfield, N. J. Application Oct. 16, 1939. Serial No. 299,655. Description on request.

Insulating Material. No. 2,249,275. Granted on July 15, 1941, to Albert J. Hanley, Cranston, R. I., assignor to Respro, Inc., Cranston, R. I. Application March 31, 1937. Serial No. 134,033.

Method of producing electric insulating material in a plastic flat sheet form and which can be wrapped, molded, stretched and formed about electric conductors and over objects and which comprises carding open fluffy bats of loose asbestos fibres, overlaying a number of such open fluffy bats in each direction into a loose open fluffy waddi~ surface, sizing said open wadding with a water and flame resisting adhesive sufficiently only for holding the loose surface fibres together for subsequent handling and without filling the intertices in the open wadding, introducing synthetic insulating resin of a suitable thermoplastic type into and thru said open fluffy wadding and entirely around and about the loose individual fibres of said open wadding, with sufficient of said resin to form a plastic sheet in which said loosely related fibres are freely suspended and consolidating the same into a firm plastic, stretchable and moldable body in plastic sheet form.

Brake Liner Fastener. No. 2,249,428. Granted on July 15, 1941, to Arthur B. Kempel, East Brady, Pa. Assignor to Rex-Hide, Inc., East Brady, Pa. Application November 24, 1939. Serial No. 305,879. Description upon request.

Asbestos Fabric, No. 2,249,650. Granted on July 15, 1941, to Boutwell H. Foster, Maplewood, N. J., assignor to United States Rubber Co., New York City. Application July 27, 1940. Serial No. 347,872.

A knitted fire-repellant asbestos fabric which is much softer and more pliable than a woven asbestos fabric of the same weight per square yard, comprising a central layer of laid-in asbestos strands, and knitted loops of yarns interlocked about said strands and forming a soft knitted surface upon both faces of the fabric, said knitted loops being formed of

asbestos yarns not heavier than a 20 cut/1 yarn and knitted with at least 12 wales to the inch upon each face of the fabric.

TRADE MARKS

We have arranged with the National Trade-Mark Company, Munsey Building, Washington, D. C., to conduct this department for our readers. The trade-marks have recently been passed for publication by the U. S. Patent Office and are in line for early registration unless opposition is filed.

An advance search without charge on any trade-mark our readers may contemplate adopting or registering has been arranged for. Write us, or send inquiry to the National Trade-Mark Company, mentioning our name.

Unarco. Serial No. 441,526. Union Asbestos & Rubber Co., Chicago. Ill. Filed March 13, 1941. For Asbestos Pipe Covers, Rigid and Flexible Types; Asbestos Blanket or Sheet Insulation; Woven Asbestos Listing Tape for Insulation; Asbestos Insulating Tape comprising Woven Sheath and Filler, with or without waterproofing. Published May 27, 1941.

Superpax (with ARCY in diamond.) Serial No. 442,815. William R. C. Windsor, doing business as Arcy Mfg. Co., New York City. For Asbestos Packing for Stuffing Boxes. Filed April 21, 1941. Published June 10, 1941.

Permafuse. Serial No. 441,418. S. G. Tilden, Inc., Brooklyn, N.Y. Filed March 10, 1941. For Adhesive Binding Material formed of asbestos sheets coated with a thermo setting adhesive in dry form for use in brake shoes and for other uses where such an adhesive binding material would be suitable. Published July 22, 1941.

R-M in shield design. Serial No. 443,433. Raybestos-Manhattan, Inc., Passaic, N. J. Filed May 9, 1941. For Flax, Jute, Asbestos and Rubber Machinery Packing; Rubber and Asbestos Gaskets; Brake Lining and Brake Lining Materials; Asbestos and Rubber Belting; Asbestos and Rubber Hose and Tubing. Published July 22, 1941.

AUTOMOBILE PRODUCTION

Total motor vehicle production in June was 546,274 (520,521 in the United States and 25,753 in Canada) compared with 362,566 in June, 1940.

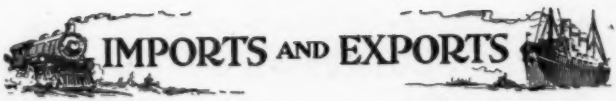
June production was therefore higher than any previous month this year, and also higher than any month last year.

May, 1941, production was 545,533.

The total for the 6 months ending June, 1941, was 3,148,694 compared with 2,539,440 for the same period in 1940.

—:—

Motor vehicles registered in Canada during 1940 numbered 1,500,829 compared with 1,439,245 in 1939, an increase of 4.3%.



Imports into U.S.A. Figures for May have not been received from the U. S. Dept. of Commerce, by which they are published.

Exports from U. S. A.
(Figtures published by U. S. Dept. of Commerce)

Exports of unmanufactured asbestos during April[1] 1941 amounted to 729 tons, valued at $69,482; compared with 265 tons, valued at $34,931 in April 1940.

Exports of Manufactured Asbestos Goods:

	April 1940		April[1] 1941	
	Quantity	Value	Quantity	Value
Paper, Mlbd., Rlbd. ....lbs.	164,874	$17,439	360,086	$21,927
Pipe Covg. & Cement lbs.	201,086	8,768	205,486	9,653
Textiles & Yarn .....lbs.	66,009	17,961	71,718	19,622
Packing .....lbs.	116,675	62,112	221,607	92,587
Brake Lining—				
Molded & Semi-molded		51,371	....	86,307
Not Molded .....lin. ft.	60,643	13,744	50,603	13,049
Clutch Facings—				
Molded & S-molded units	11,140	5,935	20,880	7,735
Woven .....units	14,890	5,267	47,193	14,510
Magnesia & Mfrs. of ....lbs.	277,955	19,486	502,999	28,311
Asbestos Roofing .....sqs.	1,684	10,392	10,458	36,926
Other Manufactures ....lbs.	433,237	40,211	1,113,057	63,196

[1] These figures should have been published in our July number but were not received from the U. S. Dept. of Commerce in time.

Exports of Raw Asbestos from South Africa

	January 1940		January 1941	
	Tons (2000 lbs.)	Value	Tons (2000 lbs.)	Value
Australia	61	£ 1.150	15	£ 330
Japan	32	9,685	.....	.....
Portugal	9½	268	.....	.....
Spain	20	402	.....	.....
United Kingdom	1,234½	26,136	499	8,398
United States	648	14,266	1,064	24,554
	2,005	£51,907	1,578	£33,282

Africa (Union of South)

(Statistics by Dept. of Mines and Industries, U. of S. A.)

	January 1940 Tons (2000 lbs.)	January 1941 Tons (2000 lbs.)
Transvaal		
Amosite	1,238	1,520
Blue	212	64
Chrysotile	20	106
Cape		
Blue	453	509
	1,923	2,199

	February 1940 Tons (2000 lbs.)	February 1941 Tons (2000 lbs.)
Transvaal		
Amosite	1,321	1,669
Blue	252	101
Chrysotile	24	87
Cape		
Blue	544	486
	2,141	2,343

—:—

CORRECTION—On page 38 of July 1941 "ASBESTOS" we gave a "Summary for Year (Union of South Africa)", meaning the *production* of asbestos in the Union. This was given by months for the years 1939 and 1940.

In some unaccountable way the printer ran another headline immediately above the one mentioned, which had nothing to do with the tabulation.

Our readers are therefore requested to cross out the first headline which reads "Summary for the Year—Imports into U. S. A." and so make their copies correct.

—:—

Anyone having information concerning W. J. Glendenning, formerly of 105 W. 40th St., New York City, would do Mr. Glendenning a favor by supplying us with his present address. If he is deceased please advise us.

CURRENT RANGE OF PRICE

As of August 10, 1941

Canadian	Per Ton (2000 lbs.) f.o.b. Mine (In U. S. Funds)
Group No. 1 (Crude No. 1)	$700.00 to $750.00
Group No. 2 (Crude No. 2; Crude Run-of-Mine and Sundry)	150.00 to 350.00
Group No. 3 (Spinning or Textile Fibre)	110.00 to 200.00
Group No. 4 (Shingle Fibre)	57.00 to 85.50
Group No. 5 (Paper Fibre)	40.00 to 49.50
Group No. 6 (Waste, Stucco or Plaster)	30.00 to 32.00
Group No. 7 (Refuse or Shorts)	13.00 to 28.00

Vermont—	Per Ton (2000 lbs.) f.o.b. Hyde Park, Vt.
Shingle Fibres	$57.00 to $60.00
Paper Stock Fibres	40.00 to 48.00
Waste	30.00
Shorts	13.00 to 26.00
Floats	18.00

Note: Crude Run-of-Mine (Canadian) refers to a crude asbestos produced in certain mines where Crude Fibre is not graded into regular No. 1 and 2 Crude. Crude Sundry refers to certain odd lots of off grade material which do not conform to the regular standards of No. 1 Crude or No. 2 Crude.

ASBESTOS STOCK QUOTATIONS

(These figures are compiled from the Commercial and Financial Chronicle. No guarantee made as to their correctness).

		July 1941		
	Par	Low	High	Last
Armstrong Cork Co. (Com.)	np	28¼	30	29
Asbestos Corp. (Com.)	np	18	19¼	18
Celotex (Com.)	np	9⅛	9⅝	9
Celotex (Pfd.)	100	67¾	70⅞	68¾
Certainteed (Com.)	1	3⅛	3⅞	3¾
Certainteed (Pfd.)	100	28¼	34⅞	33¼
Flintkote (Com.)	np	13½	16⅛	14⅞
Johns-Manville (Com.)	np	63½	69½	65¾
Johns-Manville (Pfd.)	100	125	128½	128½
Raybestos-Manhattan (Com.)	np	18¾	21¼	20½
Ruberoid (Com.)	np	16⅜	18¼	18
Thermoid (Com.)	1	4¼	5½	5½
Thermoid (Pfd.)	10	34½	37½	37½
U. S. Gypsum (Com.)	20	55⅜	63½	62
U. S. Gypsum (Pfd.)	100	175	177	175

THIS and THAT

"Report of the State Geologist on the Mineral Industries of Vermont, 1939-1940" by Elbridge C. Jacobs, State Geologist, has recently come into our hands. Of its 68 pages it devotes almost five to the subject of asbestos. Obtainable from State Geologist at Montpelier, Vt.

—:—

One of our American subscribers and advertisers has asked us to renew with their compliments, the subscription of a foreign firm which finds it difficult to send money to the United States.

This is a most thoughtful and courteous act. Many foreign readers have been forced to cancel their subscriptions at expiration as there is no way for them to pay for them, altho they are eager to read "ASBESTOS" month by month.

Perhaps there are others among our American readers who wish certain of their foreign connections to receive and read "ASBESTOS" and to make sure of their doing so would be glad to pay the foreign subscription price of $3.00 per year. It's worth thinking about.

—:—

General Electric Company's profit available for dividends for the first six months of 1941 amounted to $26,003,665, compared with $25,981,572 for the same period last year. Net sales for the first half of 1941 amounted to $300,332,085 and exceeded the billing for any previous six months' period.

—:—

A Civilian and National Defense Exposition is to be staged in Grand Central Palace, New York City, September 20 to October 18. This is to be a comprehensive presentation of industrial and commercial activity on the Defense program. All profit above actual expenses will be divided between the United Service Organization and the office of Civilian Defense. Inquiries regarding space may be addressed to The Defense Exposition, Inc., Grand Central Palace, New York.

ASBESTOS TEXTILES

EXPANSION and PREPAREDNESS

THE ASBESTOS INDUSTRY HAS RESPONDED WITHOUT GOVERNMENTAL URGING TO THE NEED FOR GREATER PRODUCTION IN THE WORK OF PREPARING FOR NATIONAL DEFENSE. ASBESTOS ENTERS INTO MANY PRODUCTS OF MUCH USEFULNESS AND OF REAL NECESSITY IN THE BUILDING AND OPERATION OF SHIPS AND OF MACHINES OF MANY CLASSES AND KINDS, AND IS ONE OF THE ESSENTIALS THAT CONTRIBUTE TO THEIR ACTUAL PERFORMANCE. THIS APPLIES EQUALLY TO THE VARIOUS BRANCHES OF INDUSTRY WHICH MUST HAVE ASBESTOS PRODUCTS TO CARRY ON.

RECOGNIZING THIS **RAYBESTOS-MANHATTAN, INC.**, HAS SPARED NO EFFORT TO MEET THE CONSTANTLY INCREASING DEMAND FOR DEFENSE MATERIALS OF ASBESTOS. **RAYBESTOS-MANHATTAN** FACTORIES HAVE BEEN ENLARGED, ADDITIONAL MACHINES AND EQUIPMENT INSTALLED, PERSONNEL INCREASED AND TRAINED.

THE **R-M** ORGANIZATION IS SERVING WHOLEHEARTEDLY IN THE NATIONAL EFFORT TO MAKE READY AND BE READY FOR ANY EMERGENCY.

RAYBESTOS-MANHATTAN, INC.
INDUSTRIAL SALES DIVISION
FACTORIES
BRIDGEPORT, CONN. NO. CHARLESTON, S. C.
MANHEIM, PA. PASSAIC, N. J.

SOUTHERN ASBESTOS COMPANY

Manufacturers of Fine Quality Asbestos Textile Products since 1919

A Complete Line of Products

The facilities of our sales and research organization are at the disposal of any manufacturer who has a problem to solve which involves the use of fabricated asbestos.

★

SOUTHERN ASBESTOS COMPANY • CHARLOTTE, N.C.